C2700-1

Automotive News

Detroit, November 16, 1981

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57th year—$40 per year, $1.00 per copy

Set for the city

New Honda car and bike

New Japanese small car, the Honda City, stole the limelight at the Tokyo Motor Show. The car is only 133 inches long—yet it has room to hold a 50-cc moped behind the rear seats. The City weighs 1,440-1,500 pounds, thanks to its aluminum engine, lightweight plastic panels and plastic bumpers. The 1.2-liter engine is rated at 67 horsepower. The Honda moped, below, folds easily for storage inside the car. Tokyo Motor Show story and pictures, Page 4.

81½-day supply on hand

Stocks soar to a record

By Richard Wright
Assistant Managing Editor

The domestic new-car inventory reached an 81½-day supply Nov. 1, the highest ever for that date.

Historically, the inventory has not been particularly heavy on Nov. 1, usually around 50 days, because a full month of new-model sales has beefed up the daily selling rate. But this year, the sales pace is about as hot as it usually is in the dead of winter.

The domestic new-car inventory totaled 1,480,768 Nov. 1, compared with 1,389,549 a year earlier, which was a 56½-day supply.

A little more than a third of the Nov. 1 stockpile was made up of carryover '81 models.

• Compared with a month earlier, only Chrysler Corp. managed to trim its inventory, both in terms of days supply and unit count. Chrysler had a 91-day stockpile on Nov. 1, down from 95 days a month earlier.

Ford Motor Co. boosted its inventory during October from 79 to 91 days, while General Motors built up its stockpile from 62 days to 77 days. GM's inventory included about 13,000 new front-drive A-body cars, not yet on sale.

American Motors opened November with an 87-day supply, up from 60 days, and Volkswagen of America had a 66-day supply of U. S.-built Rabbits, up from 61 days.

The Nov. 1 domestic inventory was divided this way: GM, 56.71 percent; Ford Motor Co., 25.74 percent; Chrysler Corp., 12.95 percent; VWoA, 2.51 percent, and AMC, 2.09 percent.

A month earlier, the domestic inventory was divided as follows: GM, 56.64 percent; Ford Motor Co., 26.00 percent; Chrysler Corp., 12.85 percent; VWoA, 2.45 percent, and AMC, 2.06 percent.

By size class, all segments except luxury cars increased their inventories during the month. The industry had a 58-day supply of luxury cars Nov. 1, compared with a 64-day stockpile a month earlier.

Subcompacts were in the heaviest supply of any segment at 103 days, up from 78 days a month earlier. The industry had an 84-day supply of compacts, up from 80 days.

The industry had a 75-day

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NEW CAR STOCKS

	Nov. 1, 1981	Oct. 1, 1981	Nov. 1, 1980
Spirit	138½	58	111
Concord	75	48	82
Eagle	80	71	86
Eagle SX/4	108	102	86
AMERICAN MOTORS	87	60	91
Horizon	130½	102	97
TC3	112	102½	97
Reliant	62	90	61
Gran Fury	68	....	....
Plymouth	80	96	81
LeBaron-K	15	....	....
LeBaron	256	44½	78
Cordoba	80	92	118
New Yorker	43	....	....
Chrysler	....	....	103
Chrysler	120	87	95
Imperial	161	149	61½
Omni	149	115½	99½
024	102	84	99½
Aries	73	88	59
Dodge 400	87	....	....
Diplomat	75	95	108
Mirada	103½	103	115
St. Regis	....	....	102
Dodge	96	95	89
CHRYSLER CORP.	91	95	87
Escort	105	104	39
EXP	134	118	....
Mustang	88	82	79
Fairmont	88	52	67
Granada	75	90	80
Thunderbird	104	75	78
Ford	81	61	61
Ford	95	82	67
Lynx	99	115	52
LN7	153	111	....
Capri	99	69	67
Zephyr	82	50	49
Cougar	54	56	64
XR7	115	75	69
Mercury	65	58	54
Mercury	87	77	58
Lincoln	49	40	51
Continental	70	....	....
Mark VI	59	58	58
Lincoln	57	47	57
FORD MOTOR CO.	91	79	65
Skylark	77	101	35
Century	65	32	38
Regal	74	61½	38
LeSabre	57	53	38
Electra	71	67	39
Riviera	58½	50	33
Buick	71	64½	36½
Cimarron	98	89	....
Seville	73	96	45
Cadillac	48½	59	31
Eldorado	47	59	32
Cadillac	56	65	34
Chevette	116	46	70
Cavalier	77	61	41
Citation	109	113	62
Camaro	79	49	67
Malibu	74	70	62
Monte Carlo	82	71	66
Chevrolet	80	72	60
Corvette	94	55	59
Chevrolet	91	69	62
Omega	70	66	33
Cutlass	48½	32	27
Supreme	64	41	32
Olds 88	42	42	29
Olds 98	59	39	27
Toronado	53	41	31
Oldsmobile	59	42	30
T-1000	164	76	....
J-2000	79	60	62
Phoenix	111	117	49
Firebird	82	58	83
Bonneville	80	75	66
Grand Prix	74	65	53
Pontiac	53	41½	52
Pontiac	92	68	59
GENERAL MTRS.	77	62	48
VOLKSWAGEN	66	61	64
TOTAL	81½	69	56½

Long Chevrolet owes it $8.7 million, finance firm charges

GMAC suit shuts large Chicago deal

By Nancy I. Phillips
Staff Correspondent

ELMHURST, Ill.—Long Chevrolet, one of Chevrolet's largest dealers, has closed its doors following a General Motors Acceptance Corp. suit filed in federal district court in Chicago seeking $8.7 million.

James Long, owner, surrendered his entire inventory of new and used vehicles to GMAC representatives last Tuesday night (Nov. 10). The dealership closed the following day.

The GMAC lawsuit was a typical "out of trust" suit, charging that Long Chevrolet "wrongfully detained" vehicles, parts and accessories financed by the General Motors subsidiary.

The complaint said that on Nov. 5 Long Chevrolet had refused to surrender the vehicles, parts and inventories.

Long often had 1,500 to 2,000 cars and trucks at his Grand Ave. lot in this western suburb of Chicago. He advertised his large stock to retail customers in the local media and until last April he often advertised his inventory surpluses to other dealers in the classified advertising section of AUTOMOTIVE NEWS.

In an exclusive interview with the Chicago Tribune, Long said he had been investigating embezzlement amounting to "many millions" since June. He said he didn't know if the deficit was from within the company or without. He said he suspected that someone ordered cars in his name and had them delivered elsewhere.

John Cresto, DuPage County state attorney's investigator, said former Long Chevrolet finance manager James Elza was indicted on charges of theft of $700,000 some two months ago, following a grand jury investigation.

Long could not be reached by AUTOMOTIVE NEWS for comment before press time. However, he told the embezzlement story to a local television news crew, as well as in the Tribune interview.

"When we discovered the cash deficit in June, I requested an emergency loan from GMAC while the audit was going on," he told the Tribune. "For some reason they decided to stop the funding and decided to pull my cars."

"I asked them to wait until I could call (GM President) Jim

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Honda, BL plan new luxury auto

By Richard Feast
European Editor

LONDON. — Honda and BL signed a letter of intent late last week to join together in developing and building an upscale auto that will be sold throughout Europe, Japan and North America in 1985.

In contrast to the earlier Ballade/Acclaim joint venture, the new deal clearly calls for large-scale output. Although production numbers were undecided at press time, the agreement calls

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breaking news

April decision due on GM P-car

DETROIT.—Next April, General Motors will make a firm go/no-go decision on production of its P-car, a slick subcompact that could bow in the fall of '83 as an '84 model. Design and engineering work on the car is well advanced. Market studies are in hand. The decision will be made solely on the basis of GM's cash position at the time, AUTOMOTIVE NEWS learned.

Wankel licenses Holley on new blower

TROY, Mich.—Wankel GmbH has granted a license to Holley Special Products Division of Colt Industries for the commercialization of a new type of blower developed at the Wankel Laboratory in Lindau, West Germany. Holley will carry out the production engineering of the blower and, if

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Will focus on conditions, changes

U. S.-Japanese group to study auto problems

By Jim Plegue
Staff Writer

DETROIT. — Problems facing the U. S. and Japanese auto industries will be explored over the next two years by an automotive think-tank comprised of executives and scholars from both countries.

The joint "United States-Japan Automotive Study Group" was announced last week by Prof. Robert E. Cole, director of the University of Michigan Center for Japanese Studies, and Keishi Oshima, professor-emeritus of the University of Tokyo and vice chairman of Technova, Inc., a Tokyo research firm.

"This is not a PR effort but a serious scholarly investigation of the conditions and changes that are taking place," Cole said.

The study is expected to cost $600,000 per year for two years and will be funded equally by donations from sources in each country's auto industry. All of the Japanese and over half of the U. S. portion of the first year's funding has been committed, Cole said. Other U. S. contributions are expected soon, he said.

• General Motors and Ford Motor Co., the UAW and several U. S. supplier firms are among the U. S. sponsors. Toyota and Nissan and several supplier firms are the major Japanese sponsors. Cole said American Motors, Volkswagen of America and Chrysler Corp. have been contacted "and we'll just have to see how it plays out."

"Actually, I'm rather heartened by the response, given the rather difficult conditions of the U. S. auto industry," he said.

The study group will be comprised of a 20-member policy committee, with membership divided equally between the two countries. Robert Ingersoll, former U. S. ambassador to Japan, will chair the U. S. members, while Minoru Toyoda, chairman of Technova, will lead the Japanese delegation.

The group will make interim public reports "on selected areas," Cole said, as well as develop policy options and recommendations based on research conducted by a second technical committee chaired by Oshima and Paul W. McCracken, professor of business at the University of Michigan.

The group will focus on technological changes in each industry and the effects of internationalization.

• "Internationalization of the auto industry is accelerating," said Oshima. "Two-way investment is increasing each year. Technology transfers between our two countries are now so great that the survival of one country's industry depends on the survival of the other. Japan cannot have a healthy automotive industry if the United States continues to suffer declines in its industry."

Cole said he did not have funding commitments yet for the second year of the program.

Among the U. S. members of the policy board are William Larson, director, Worldwide Product Planning, General Motors; Fred Secrest, consultant, Ford Motor Co., and Donald Ephlin, vice president, UAW.

Among the Japanese members are Shoichiro Toyoda, president, and Shigenobu Yamamoto, vice president, Toyota Motor Co., Ltd., and Yoshihisa Yokoyama, vice president, Nissan Motor Co., Ltd.

Quality changes on '82 models valued at $126

WASHINGTON. — The value of quality changes for 1982 domestic models included in the government's Producer Index averaged $104.70 at the manufacturer level and $126.32 at retail, according to estimates made by the Bureau of Labor Statistics.

These quality changes, representing about 22.5 percent of the average increase of $562.54 in list prices and about the same percentage of the average rise of $463.61 in wholesale prices, come from a review made by BLS of data supplied by the companies for similarly equipped '81 and '82 models. Of the 17 domestic cars used in the Index, the companies gave quality changes for 16. Of those 16, 15 are used in the Consumer Price Index.

The $126.32 estimated retail value of the quality changes breaks down into $84.68 for improvements in fuel economy and to reduce emissions in line with current and anticipated federal standards and $41.64 for changes for better corrosion protection and for standard equipment additions or deletions. No specific changes were attributed to NHTSA safety standards.

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57th year — No. 4889

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 965 E. Jefferson Avenue, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

When Metro met Aston Martin

Tickford, the engineering department of Aston Martin in England, introduced a special luxury version of the BL Metro at the London Motorfair. The car, known as the Frazer Tickford, will be made at the rate of five a week. Selling price is about $21,500, three times the price of the basic Metro in its country of origin.

'82 contract talks start at Delco-Remy unit

By Marjorie Sorge
Labor Editor

General Motors' Delco-Remy Division and its UAW local have begun negotiating a new 1982 contract a year before traditional local bargaining begins and 10 months before the national agreement expires.

The talks at the Anderson (Ind.) facility began last Monday (Nov. 9) and are the first early-bird negotiations announced by GM. Both the union and the company said the early talks are to cooperate and help the auto industry meet the challenges it currently faces and make it competitive.

Normally, local bargaining begins after the national agreement is ratified. Delco Remy's 1979 local agreement was negotiated in November, after GM's national pact was ratified. The national contract expires Sept. 14, 1982.

A GM spokesman said no information is available yet on whether the new Delco-Remy contract will have concessions similar to those recently won at four Ford Motor Co. plants. Those concessions involved changes in work rules.

GM has said it is not going to go to the locals to reopen the current contract for concessions. It has not, however, eliminated the possibility of early negotiations on a new 1982 contract.

According to a Delco-Remy spokesman, current bargaining pertains only to those items negotiated in the local agreement, not those in the national contract like wages and benefits.

The early talks are not to be part of a reopening of a national agreement which both Ford and GM have been pushing during the past year.

In a joint statement on the early talks, Bill Haston, Local 662 shop committee chairman, and Earl Jank, Delco-Remy personnel director, said:

"Although our local contract does not expire until Sept. 15, 1982, we feel it is important to demonstrate our spirit of cooperation and optimism for the future of Delco-Remy.

"We are facing challenges never before experienced in the history of the domestic automobile industry, and we plan to do everything we can to arrive at a local agreement in the very near future.

"Such an accomplishment will prove our determination to be competitive and to continue supplying quality products as one of the finest divisions in General Motors."

The statement also said neither party would have any further comment until bargaining is over.

Buy a dealer's house, get a Chevy Caprice

ST. LOUIS.—Taking a cue from General Motors, longtime Chevrolet dealer Johnny Londoff is selling his house in suburban Belleriver Acres and throwing in "a fully equipped four-door 1982 Caprice Classic." Meanwhile, builder Lester Katz is giving away a "brand new 1981 automobile" with the purchase of a two-bedroom condominium in suburban Creve Coeur.

Purchase plant or see it shut, Ford crews in Sheffield told

By Marjorie Sorge
Labor Editor

The 940 production workers at Ford Motor Corp.'s Sheffield (Ala.) Aluminum Casting plant have until Nov. 23 to decide if they are going to buy the operation or see it closed.

Since the workers have already rejected a Ford overture to cut wages and benefits by a total of 50 percent, they are now faced with the possibility of buying the plant under an Employe Stock Ownership Plan (ESOP) rather than see it closed. Ford said the closing is definite if the employes do not buy the factory.

It is not known yet which way the local will swing. It has requested more information on an ESOP and on pension alternatives from Ford. And, Ford, in return, has extended a previous Nov. 15 deadline to Nov. 23 to provide the needed information.

If the production workers should vote down a buyout, it is possible the 166 salaried workers, plus some hourly employes, could elect to buy the Sheffield plant.

A Ford spokesman said the company would consider this option but would rather see the buyout decision come from the production workers who would then show they finally believe they must sacrifice to keep their jobs.

Even if there is a buyout, Ford officials are advising workers at Sheffield they still feel there is a need for a 50 percent wage and benefit cut, although Ford would have little say in cuts after the plant was purchased.

Ford said the buyout would be similar to the recent ESOP at the General Motors New Departure-Hyatt Bearings plant in Clark, N.J. There, the workers took a 30-percent wage cut in return for stock ownership and production incentives.

The workers at Sheffield also

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Against the rule

NADA President Wendell Miller testifies before the Senate Consumer subcommittee of Commerce, Science and Transportation in favor of legislative veto of the proposed FTC used-car rule.

Year of exams reveals elevated rate of colon/rectal cancer

GM finds more woodshop cancer

By Kathleen Hamilton
News Editor

DETROIT. — The first round of screening of General Motors' woodshop workers found 26 new cancer cases and an incidence of colon/rectal cancer nearly three times the normal rate.

In reporting results of the year-long testing of 5,000 employes, GM Director of Occupational Safety and Health, Robert G. Wienceck said the firm suspects the problem is not in the workplace but in such factors as lifestyle, diet or heredity.

Colon and rectal cancers rarely have been linked to workplace causes, he said. In the latest study, woodworkers had 2.86 times the rate expected in Detroit.

And Doctor Victor M. Hawthorne, chairman of the University of Michigan School of Public Health, who analyzed the data for GM, pointed out that if dust were causing the cancers, high rates of nasal or lung cancers would be expected. Yet, the GM woodworkers had unusually low lung cancer rates.

In a prepared statement, UAW Vice President Owen Bieber said the union is "greatly concerned by the findings."

"Although GM's study calls this a 'preliminary' conclusion, we find it alarming," Bieber said. "It obviously necessitates an allout effort to pursue this

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Fiat recall drags on and on

How Honda handles rust problems

WASHINGTON. — The recent voluntary recall by American Honda of all Honda pre-1980 models sold in the U. S. and Canada invites comparison with the way Fiat has handled a very similar safety-related problem of rust in underbody areas that could affect structural elements.

The most amazing fact is that, as of this writing, letters to owners of 1971-74 Fiat 124s have not yet been sent because government and company lawyers are still arguing over how far from attachment bolts rust must extend before Fiat is willing to fix the problem or if necessary, buy back the cars.

Meanwhile, fewer than half those cars may still be on the road and each winter month, especially in salt-belt areas, rust gets worse and the hazards to wheels, suspension components, steering component and the floor pan (which holds both seats and seat belt attachments) gets greater.

Also highlighted is the voluntary actions taken by Honda and the litigation which Fiat mounted to resist recall of the 124s.

NHTSA opened an investigation of Fiat rust and related safety problems in August, 1977, on the basis of 71 consumer complaints. Tentatively involved were 1970-74 Fiat 850s, 128s and 124s. The 128s were dropped from the investigation because of an earlier recall.

By January, 1979, NHTSA made an initial findings of safety-related defect in Fiat 124s, and 850s for 1970-74 models.

• In March, 1979, under pressure from NHTSA, Fiat recalled 31,702 850 Spyders of 1970-71 vintage. At a NHTSA hearing in October, 1979, NHTSA was critical of Fiat for not offering enough money to Spyder owners in its buy-back program and NHTSA restated its determination for a Fiat recall for 1970-74 Fiat 124s.

In January, 1980, NHTSA announced its final determination of a safety-related defect but could mandate a recall of only 1971-74 Fiat 124s because the statute of limitations had expired for 1970 models.

In July, 1981, the federal district court in the District of Columbia thought it had settled the matter with a negotiaed settlement between the government and Fiat. But not so. Arguments over the extent of rust damage still are being worked out. NHTSA officials informally estimate that about 65,000 of the original 140,000 124s are still on the road and the owners of the 1970 Fiat 124s are out of luck.

In the case of Honda, no injuries have been reported from rust problems and at the time American Honda delivered its notice of recall to NHTSA, the government had only eight consumer complaints. but was looking at rust because it had been informed of a rust problem in three provinces in Canada.

• The Canadian recall, initiated by Honda, started American Honda on a survey of its American cars within a month, in January, 1981. The survey was completed by the end of October, 1981, and within two days Honday decided it had a problem and three days later Honda told NHTSA it was recalling all pre-1980 Hondas.

But because cars are resold—and are highly mobile — Honda decided to inspect all 936,774 vehicles it had sold before it changed to epoxy resin paint with the 1980 models. The inspection alone will cost Honda about $15 a car, but Honda expects that only about 2 percent of the cars will have sufficient rust problem to require a fix. Partial fix can be done by cleaning and repainting suspension arms. In some cases, replacement may be in order.

GMAC suit shuts Long Chevrolet

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McDonald to find out from him if GM really wanted to dump me, but GMAC didn't wait." Long said.

Long said the $8.7 million amount was not verified and that GMAC had recovered some $6 or $7 million in the vehicles it repossessed.

One source in the Chicago business community said he believes the matter will not be quickly resolved.

"I'm sure we haven't heerd the last of this," he said. "There will be reverberations for some time to come. This is more than just a problem caused by an over-extended fleet leasing business or high interest rates."

Said another observer: "It seems like GMAC will have to get its own house in order, too, for having let the matter get this far out of hand."

Nov. 1 domestic stockpile hits record 81½-day level

Continued from Page 1

stock of intermediates, up from 60 days a month earlier, while standards were in 64½-day supply, up from 54 days.

The Nov. 1 inventory was divided this way by size segment: Subcompact, 29.68 percent; compact, 26.70 percent; intermediate, 26.47 percent; standard, 11.43 percent; and luxury, 5.72 percent.

A month earlier, the inventory was divided as follows: Subcompact, 27.86 percent; compact, 29.74 percent; intermediate, 24.90 percent; standard, 11.15 percent, and luxury, 6.35 percent.

• The Nov. 1 days-supply figures by market class were:

Subcompact—Rabbit, 66; Cavalier, 77; J2000, 79; Lynx, 99; Dodge 024, 102; Escort, 105; Eagle SX/4, 108; Plymouth TC3, 112; Chevette, 116; Horizon, 130½; EXP, 134; Spirit, 138½; Omni, 149; LN7, 153, and T1000, 164.

Compact—Reliant, 62; Omega, 70; Aries, 73; Concord, 75; Skylark, 77; Camaro, 79; Eagle, 80; Zephyr, 82; Firebird, 82; Fairmont, 88; Mustang, 83; Capri, 99; Citation, 109, and Phoenix, 111.

Intermediate—LeBaron K, 15; New Yorker, 43; Cutlass, 48½; Cougar, 54; Supreme, 64; Regal four-door, 65; Gran Fury, 68; Regal two-door, 74; Malibu, 74; Grand Prix, 74; Diplomat, 75; Granada, 75; Cordoba, 80; Bonneville/LeMans, 80; Monte Carlo, 82; Dodge 400, 87; Mirada, 103½; Thunderbird, 104; XR-7, 115, and LeBaron, 256.

Standard — Olds 88, 42; Pontiac, 53; LeSabre, 57; Olds 98, 59; Mercury, 65; Electra, 71; Chevrolet, 80, and Ford, 81.

Luxury—Eldorado, 47; Cadillac, 48½; Lincoln, 49; Toronado, 53; Riviera, 58½; Mark VI, 59; Continental, 70; Seville, 73; Corvette, 84; Cimarron, 98, and Imperial, 161.

obituaries

J. Cavendish Darrell

RUXTON, Md.—J. Cavendish Darrell, who was instrumental in expanding the Baltimore dealer group into the Automobile Trade Assn. of Maryland, died Oct. 20 after a long illness. Mr. Darrell was executive vice president of the group from 1945 to 1975. He played a prominent role in auto lawmaking in the state during that time.

Memorial contributions may be made to St. Paul's School, 11152 Falls Rd., Brooklandville, Md. 21022.

GM cancer exams find 26 cases in wood shops

Continued from Page 3

matter vigorously and speedily."

GM so far has analyzed only data on the colon/rectal cancers because unusually high rates of these cancers among woodworkers were reported in three earlier studies, by the Michigan Cancer Foundation, the National Institute for Occupational Safety and Health and Memorial Sloan-Kettering Cancer Center.

Of the 26 new cancers, nine were colon/rectal. Ten were skin cancers.

The earlier Michigan Cancer Foundation study reported another 39 GM woodworkers with cancer.

Dr. Wiencek said the thorough testing of GM woodworkers for cancer probably skewed the results: Some of the cancers probably would have gone undetected for another two or three years, he said.

Wiencek estimated GM spent $1.3 million in the first year of its investigation of the link between cancer and woodworkers and expects to spend a similar amount in the second year of the two-year study.

A decision will be made after the second screening of employes whether to extend the tests, he said.

Meanwhile, Ford Motor Co. has completed screening 150 woodworkers and has begun tests for metal workers and those in research and engineering.

A Ford spokesman said the company is not prepared to release any results.

Chrysler Corp. has also completed physicals for all its model-shop workers—less than 200 workers at its Highland Park facility. It is still analyzing the data, a company spokesman said.

'That ain't no bull,' Tex

Tex Earnhardt, right, owner of Earnhardt Ford, Tempe, Ariz., receives a plaque commemorating 30 years of business with Valley National Bank of Arizona from Derald Hinds, left, and Tom Jacobs, bank vice presidents. The local high school band led the ceremony, marching into the showroom behind a sign bearing the dealership's slogan, "And that ain't no bull." Earnhardt was a speaker at the 1981 Automotive News World Congress.

Buy plant or see it closed, Ford's Sheffield crews told

Continued from Page 3

would be asked to take initial concessions in wages and benefits, but would get stock ownership and a share of the profits in return.

At the Clark operation, GM also guaranteed the purchase of $300 million in bearings from the plant over the next three years, and GM has put up $10 million for preferred, non-voting stock.

According to a Ford spokesman, before any of the actual buyout arrangements are made the local must show interest in the purchase, but he said, it is likely Ford would guarantee a certain amount of work.

If the workers decide against buying the plant, Ford will start immediate sourcing from outside suppliers. Tools will be removed beginning next month, with the entire plant closing within 16 months. Most of the business leaving Sheffield would be sourced in the U. S., a spokesman said.

If the phaseout should begin, 171 workers would be out by March, 1982.

By Jan. 1, 1982, 36 percent of the C-5 transmission extension would be sourced outside; by Jan. 15, 100 percent of the large C-6 transmission case and 62 percent of the small C-6 transmission case; by Feb. 1, 100 percent of the C-6 transmission extension, and by March 1, 88 percent of the automatic overdrive transmission case.

• While the International UAW has said it is against the constitution for a local to accept wage concessions, a spokesman said the buyout would be strictly up to the workers.

The UAW had, however, considered Ford's attempt to get the Sheffield workers to agree to wage concessions as a backdoor effort to reopen the national agreement since all UAW-Ford members who voted on the 1979 pact would have to approve the concessions.

But, Peter J. Pestillo, Ford's vice president, labor relations, said "that's silly." He said each set of concessions was decided by the needs of specific plants not in an effort to reopen national negotiations. He said Sheffield is "an isolated incident" and he does not anticipate asking any other plants for similar wage and benefit concessions.

One Ford proposal called for a 30-percent cut in wages, reducing the hourly rate from $10.39 to $7.32 and the weekly rate from $415.60 to $292.80.

Other cuts included eliminating COLA and the Supplemental Unemployment Benefit fund and reducing shift/overtime premium and paid time off. Also, health and life insurance plans would be reduced and dental, vision and hearing aid coverage would be eliminated.

The Sheffield plant has lost money every year since 1974, Ford said. It said wages and benefits are significantly higher than competitive firms, and combined with contractural work rules, they are causing the plant to lose $3 million a month.

The Sheffield area has a 12 percent unemployment rate.

Japanese see link in cancer, diesel fumes

TOKYO. — Scientists from the Japan National Cancer Institute reported last week that diesel exhaust may be responsible for the increasing number of cases of lung cancer in Tokyo and other large Japanese cities.

Approximately 10 percent of Japan's 39 million vehicles are diesel powered. One in four trucks uses the engine.

Diesel emissions have been shown to be carcinogenic in animals and are suspected of being carcinogenic in humans, but thus far no concrete evidence to this effect has been shown.

In the U.S., the EPA is in the final stages of its diesel exhaust assessment, but final results are not expected for another year or so.

It should be noted, however, that traffic density in Japanese cities like Tokyo, Osaka and Kobe far exceeds that of most U. S. and European cities. This phenomenon would weigh heavily in any risk assessment of the cancer potential of diesel emissions.

The Japanese Environmental Agency says further studies will be needed before the government would move to regulate diesels.

'82 model year opens with dip in retail sales

Retail sales of new trucks of all types in the U. S. in October, the first month of the 1982 model year, were down 11.6 percent from a year ago, according to preliminary factory reports.

During the month, franchised dealers and factory outlets retailed an estimated 173,116 units, compared with 195,865 in the same period a year ago. Sales were down from 1980 in all market segments.

The 10-month total of 1,951,533 units was off 8.9 percent from the 2,142,986 trucks sold in the comparable period a year ago. Again, there were declines in all market segments.

Light-truck sales in October totaled 154,625 units, down 9.8 percent from the 171,500 retailed a year ago in the first month of the 1981 model year.

Sales of compact pickup trucks in October, both domestic and imported, dropped 4 percent below the year-ago mark, from 35,908 to 34,461.

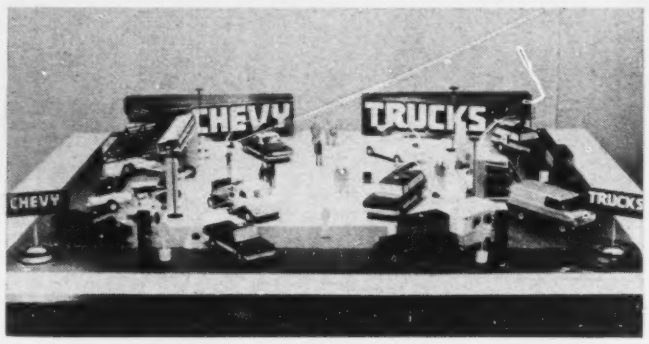
However, the non-captive imports — Toyota, Datsun, Mazda and Isuzu—were up 35.4 percent during the month to 19,416 units, compared with 14,342 a year ago when the increase in the import duty from 4 to 25 percent had its first major impact.

• On the other hand, October sales of the captive imports — Ford Courier, Chevrolet LUV, Dodge Ram 50 and Plymouth Arrow—were down 47.8 percent from last year, 10,373 versus 19,839.

Sales of the mediums were off 31.6 percent, from 7,865 a year ago to 5,382, while the heavies were down 21.2 percent to 12,759 units, compared with 16,182 in the same month a year ago.

Through October, light trucks showed a decline of 8 percent from the like period last year, 1,751,642 versus 1,904,430. Ten-month sales of the compact pickups dropped 7.8 percent, from

Continued on Page 16, Col. 3



Scale model of Chevy's RV exhibit

This is a scale model of the Chevrolet exhibit at the annual RVIA exposition in Louisville Dec. 1-4. The 10,000-square-foot display area includes diesel-powered motorhome chassis, pickups, Blazers and Suburbans, plus other Chevy recreational vehicles. Also on display will be a 1928 and 1929 Suburban and a 1951 trailer.

Winnebago, Coachmen note sales, profit gains

Two of the recreation-vehicle industry's leading manufacturers — Winnebago Industries, Inc., and Coachmen Industries, Inc. — have reported continued improvement in sales and earnings in spite of the sluggish economy.

Winnebago said net earnings for fiscal 1981, which ended Aug. 29, totaled almost $8.7 million, compared with a net loss of about $13.5 million last year. Sales were up almost 56 percent from $91.9 million in fiscal 1980 to $143 million.

At Coachmen, nine-month net earnings amounted to $3.4 million, in contrast to a loss of about $4.7 million. Sales through September totaled $159.3 million, an increase of 72.4 percent over the year-ago $92.4 million.

The top executives at both companies expressed confidence of further gains in the coming year.

"At this time, the normal fall season slowdown has reduced demand for motor homes," said John K. Hanson, Winnebago chairman. "However, we expect improvement in our operation in the second half of fiscal 1982.

"Cost reduction programs initiated in recent years and continued tight management control of expenses are expected to keep our break-even point at a low level," he added. "Thus, increases in sales next spring and summer should result in further improvement in earnings."

Thomas H. Corson, Coachmen chairman, said the company sees "mounting evidence that interest rates will continue to decline over the next year.

"This will undoubtedly release some of the pent-up demand we are confident exists in the recreational-vehicle marketplace," he said. "It will also be beneficial to our Marlette manufactured-housing operation, which should fill a more important role in our company's future."

In the final three months of

Continued on Page 22, Col. 5

Fuel-saving system developed for heavies

A former General Motors engineer has developed an energy-saving system which he said can slash the diesel-fuel consumption of heavy trucks by 10 to 15 percent.

Joseph G. Koehler, who has spent three decades in the design and development of diesel engines, said his system could reduce the annual average diesel consumption of a heavy truck by 920 to 1,400 gallons and the fuel bill by $1,200 to $1,800.

The system is an electronically controlled, hydraulically operated variable displacement device that Koehler, who also is a former engineering director for Isuzu Diesel of North America, spent more than two years developing and testing.

Koehler said tests of the energy-saving system by his own firm, Fuel Engineering, Oxford, Mich., showed savings of "20 to 30 percent at idle and 10 to 15 percent on the road."

He said the system will be available after the first of the year from diesel-engine distributors throughout the U. S. and will carry a price tag of under $2,000.

The system is designed for the estimated 1.3 million heavy diesel trucks with a gross vehicle weight of 26,000 pounds and over. On average, these trucks travel 51,000 miles a year, use 9,200 gallons of diesel fuel and average 5.4 MPG, according to the American Trucking Assn.

"A minimum 10 percent savings would be significant since the average per-gallon price of diesel fuel has jumped by 125 percent in three years, from 60 cents in the second quarter of 1978 to $1.34 in the second quarter of this year," said Koehler.

In addition to its energy-saving capabilities, Koehler said his system also will prolong engine life and reduce emissions.

He retired in 1975 after 25 years with GM and was a design and development engineer on that firm's 53 Series diesel engines.

Seminars follow annual meeting of RVDA members

FAIRFAX, Va. — The Recreation Vehicle Dealers Assn. of North America expects more than 100 dealerships to be represented at its annual meeting Nov. 29 at the Executive West, Louisville, prior to the start of the national RV exposition at the Kentucky State Fairgrounds.

On Dec. 1, RVDA will sponsor four dealer seminars, and conclude the program that night with a reception and dinner, also at Executive West. Installation of officers and directors and presentation of awards will follow dinner.

James B. Summers, RVDA executive vice president, said he and the association's officers will present staff and committee reports at the annual meeting.

"In spite of all the problems of the RV industry during this past year, RVDA has a surplus of income over expenses," he said.

Two seminars will be conducted by Duane Spader, a veteran RV dealer and president of International Computer Transactions.

The first will involve a new RVDA-sponsored financial planning program called F.A.C.T.S, a manual accounting system in kit form which Summers said allows any dealership with a

Continued on Page 26, Col. 4

recreation on wheels

August total up 7th month in a row

8-month RV shipments rise 42 pct. over 1980

Eight-month shipments of recreation vehicles from manufacturers to their dealers totaled approximately 167,300 units, an improvement of 42 percent over the 117,800 units delivered in the comparable period a year ago.

The August count was up 40.1 percent, from 15,200 last year to 21,300, and marked the seventh consecutive month in which wholesale deliveries topped those in the like month in 1980.

For both the month and the January - August period, shipments were higher than a year ago in all RV categories, according to figures released by the Recreation Vehicle Industry Assn.

The biggest gainers from a percentage standpoint, again for the month and the eight-month period, were the folding camping trailers and conventional (Type A) motor homes.

Also showing an improvement in August, RVIA reported, was the Index of Consumer Sentiment, which rose 3.1 points to 77.2.

"The Index now stands at its highest level since October, 1978, and is nearly 10 points higher than a year ago," a spokesman said.

• "Due largely to increased consumer confidence in government economic policies, the Index continues to gain strength and seems to be dampened only by lingering concerns over high interest rates," he added.

The spokesman said the increased retail activity in August "reflects the expected late summer pattern of a lowering in dealer inventory levels from those of the past several months."

He noted that dealer inventories of chopped vans are at the lowest levels since RVIA began its survey of stocks, and that retail sales of folding camping trailers—most of which can be towed easily by today's downsized cars — were nearly four times higher than those in January, 1980.

Although August shipments of all types of towable RVs were down somewhat from July, they were 40.7 percent higher than those in the same month a year ago.

The August total was 8,300 units, compared with 5,900 last year. The number was almost 11 percent below the 9,300 towables shipped in July.

Through August, manufacturers had shipped 76,000 of the towable units, an increase of 38.4 percent over last year's 54,900 vehicles.

Delivery of fold-down campers for the eight months totaled 26,200, up 53.2 percent from last year's 17,100; travel trailers were 34.8 percent higher, from 34,200 to 46,100, and truck campers rose from 3,600 to 3,700, a gain of 2.7 percent.

August shipments of all types of motor homes increased 43.5

Continued on Page 26, Col. 5

Ford is recalling 7,500 chassis for brake-tube check

DEARBORN. — Ford Motor Co. is notifying owners of approximately 7,500 1980- and 1981-model B Series and F Series cowl chassis vehicles to return them to their dealership for inspection of the brake-tube routing, installation of a brake-tube routing clip and, if necessary, replacement of any brake master-cylinder tube and hose assembly found to be chafed.

"We have found in some cases that the brakelines have moved from their design positions," said Robert H. Transou, manager, service engineering office, Ford Parts and Service Division, "creating the possibility for brakelines to chafe on other vehicle components during vehicle use.

"If the chafing condition were present, a brake-fluid leak could develop affecting the service-braking capability of the vehicles," he said. "Parking-brake operation would be unaffected."

The inspection and necessary service will be done at no cost to the owner. The company is unaware of any accidents or injuries, Transou said.

Mini features automotive finish

The exterior aluminum skin of 1982 mini motor homes produced by Coachmen Recreational Vehicle Co., Middlebury, Ind., feature a high-gloss automotive finish. The vehicles, built on Ford, Chevrolet and GMC chassis, are offered in lengths of 20 and 22 feet.

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Total of 173,116 in October is off 11.6 percent

'82 truck year opens with sales dip

Continued from Page 14

447,511 in 1980 to 412,668.

The non-captive imports, again, were higher in the January-October period than last year, while sale of the captives were off substantially.

Through October, 239,962 non-captives were retailed, an increase of 7.6 percent over the year-earlier 223,113. The captives dropped 29.8 percent below the 1980 mark, 142,402 units versus 202,736.

Sales of medium trucks for the 10 months were down 19.2 percent to 65,735, as against 81,306 a year ago. Heavies totaled 130,845 units through October, a decline of 15 percent from last year's 153,910.

Going into November, according to the Motor Vehicle Manufacturers Assn., retail outlets had an estimated 522,764 unsold trucks in inventory, down 1.4 percent from the 529,333 units on hand at the same time a year ago.

Big Three truck sales in the first month of the 1982 model year totaled 134,103 units, a decline of 15.7 percent from last year's 155,397. The 10-month count was down almost 11 percent, from 1,703,411 in 1980 to 1,517,325.

Going into the final two months of the calendar year, Ford had a comfortable lead of 52,841 unit sales over Chevrolet, 632,523 versus 579,682. At the same time last year, Ford had 676,991 sales, 31,035 units higher than Chevrolet's 645,956.

Ford was No. 1 in 1981 model-year sales, and appears to have a safe-enough lead to capture the calendar-year race, too. Ford's model-year total was 760,302 units, 62,202 more than Chevrolet's 698,100.

In October, Ford dealers retailed 59,970 units, off 14.6 percent from the year-earlier 70,220. Courier sales were down almost 24 percent, from 7,004 in 1980 to 5,337.

The 10-month total of 632,523 sales was 6.6 percent lower than last year's 676,991. There were 55,197 Courier sales through October, a decline of 19 percent from the year-earlier 68,124.

Chevrolet dealers retailed 47,102 trucks in October, off 14.3 percent from the year-ago 54,985. Included were 3,416 LUV sales, down 55 percent from the 7,587 sold last year, and 1,476 sales of the all-new S-10 domestic compact pickup.

Through October, 579,682 Chevy trucks had been retailed, off 10.3 percent from last year's 645,956. LUV sales were down 26.3 percent, from 78,119 units to 57,553. S-10's two-month count was 1,480 units.

Dodge and Chrysler-Plymouth dealers sold 14,082 trucks during the month, 17.1 percent fewer than the year-earlier 16,992. Dodge Ram 50 sales were down almost 71 percent, from 3,910 to 1,143, and the Plymouth Arrow total was off 64.3 percent, from 1,338 to 477.

The 10-month total of 158,106 sales was a decline of 28.6 percent from last year's 221,438. Dealers sold 21,971 Ram 50s, off 45 percent from the year-earlier 39,805 units, and 7,681 Arrows, down 54 percent from 16,688 in 1980.

GMC truck sales in October were down 2 percent, from 13,200 a year ago to 12,949. Through October, the total was 147,014, a decline of 7.6 percent from last year's 159,026.

Sales of Jeep four-wheel-drive vehicles during the month were off 16 percent, from 5,847 a year ago to 4,910. The 10-month total of 53,500 units was down 19 percent from last year's 66,128.

Volkswagen dealers retailed 3,196 compact pickups during the month, a gain of 85 percent over last year's 1,727. Through October, the total was up 33.1 percent, from 21,662 a year ago to 28,824.

Mercedes-Benz reported that October retail sales were up 10.1 percent to 350 units, compared with 318 a year ago. The 10-month total was 3,311, down 29 units from last year's 3,340.

Toyota dealers retailed 9,099 units during the month, an increase of 46.1 percent over the year-ago 6,229. The 10-month count, however, was down slightly from 1980, from a record 117,459 to 116,822 units.

Datsun and Mazda sales were higher for both the month and the January-October period.

October sales of the Datsun trucks totaled 7,617 units, up 4.4 percent from last year's 7,298, while the 10-month total of 101,206 was 3.1 percent higher than the year-earlier 98,119 units.

Mazda sales during the month were up 77.8 percent, from 815 in 1980 to 1,449. Through October, the count was 14,318, an increase of 90 percent over last year's 7,535.

Sales of Isuzu compact pickups, which have been on the market only since the second quarter, totaled 1,251 in October. Through October, dealers had retailed 7,616 units.

Big Three October, year-to-date truck sales

	October 1981	October 1980	Year to date 1981	Year to date 1980
Ford				
Vans	10,589	9,194	94,060	88,320
Club Wagon	2,234	2,326	21,276	21,100
Courier	5,337	7,044	55,197	68,124
Bronco	2,635	3,270	30,081	33,385
Conventional Pickups	35,307	43,858	387,735	405,456
Mediums	3,120	3,679	36,078	48,078
Heavies	748	849	8,096	12,528
Chevrolet				
Vans	6,315	5,526	75,538	76,334
Sportvan	1,065	1,017	11,543	14,589
LUV	3,416	7,587	57,553	78,119
S-10	1,476	.....	1,480	.....
El Camino	2,436	3,608	29,427	35,193
Blazer	1,623	1,505	18,441	23,380
Suburban	1,327	958	17,294	18,275
Conventional Pickups	28,297	32,768	349,529	371,476
Mediums	1,147	2,016	18,877	28,590
Heavies	.....	.....	.....	.....
Chrysler				
Vans	4,699	4,323	41,853	59,860
Voyager	395	416	3,990	5,820
Ram Wagon	1,580	1,239	16,319	18,548
Arrow	477	1,338	7,681	16,688
Ram D-50	1,143	3,910	21,971	39,805
Trail Duster	66	131	1,508	2,924
Ramcharger	412	410	4,349	6,586
Conventional Pickups	5,310	5,225	60,435	71,207
GMC				
Vans	2,101	1,212	19,787	18,530
Caballero	278	375	3,582	3,762
Jimmy	342	325	4,046	4,835
Suburban	227	212	3,814	3,720
Conventional Pickups	7,438	8,016	84,516	87,027
P models	286	174	3,043	3,179
Mediums	1,324	1,736	17,087	21,473
Heavies	953	1,150	11,139	16,500

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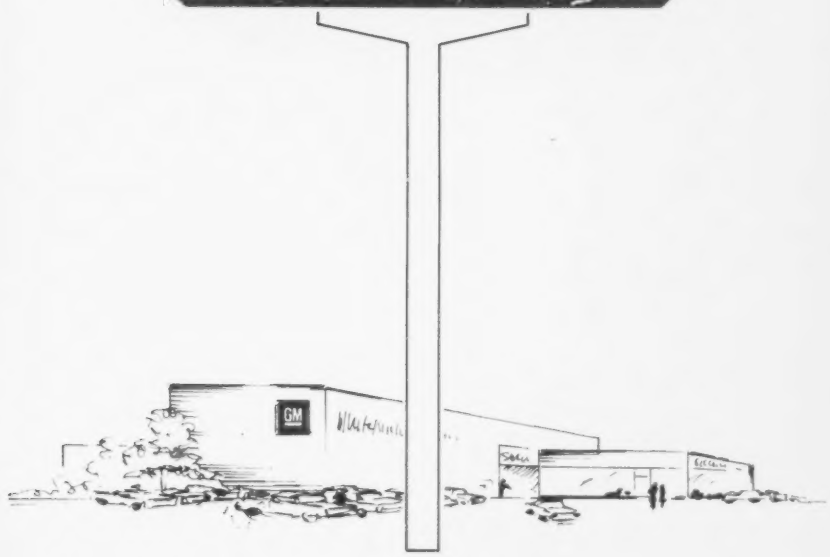

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6.6 million domestic cars produced in 1981 run

Model-year build lowest in 6 years

By Patricia Hoffman
Staff Writer

Domestic auto makers felt the sting of another recession period as production for the 1981 model year was the lowest in six years. Output dropped 6.29 percent below the total for the 1980 model run.

There were 6,639,954 cars assembled in the 1981 model year, a drop from 7,085,480 in the comparable 1980 period, and the lowest model-year output since 1975 when the makers completed only 6,532,880 units.

Of the six auto companies, three reported declines for the '81 model period.

General Motors was down 10.24 percent to 4,133,392 from 4,605,038 in the 1980 model run. GM's output was its lowest since 1975 when 3,484,224 units were completed.

Volkswagen of America also was down from 1980. Its total dropped 19.54 percent to 179,635 from 223,267.

American Motors suffered the largest decline, falling 31.30 percent to 137,125 from 199,613 in the 1980 model year. This was the lowest model year output for AMC since 1957 when 114,084 units were assembled.

The picture was brighter for the other makers.

Ford Motor rose 1.60 percent in the 1981 model year to 1,395,594 units from 1,373,582 in 1980.

Chrysler Corp. was up 16.12 percent to 791,258 from 681,406; and Checker Motors rose 14.61 percent to 2,950 from 2,574.

Several cars were new to the '81 lineup, including Chevrolet Cavalier, Cadillac Cimarron, Pontiac T1000 and J2000, Ford Escort and EXP, Mercury Lynx and LN7, Dodge Aries and Plymouth Reliant.

Auto makers have an optimistic outlook for the 1982 model run as the demand for more downsized, fuel-efficient cars is met with such as GM's Chevrolet Celebrity (A-car); Pontiac 6000 (A-car), Oldsmobile Cutlass Ciera (A-car) and Firenza (J-car) and Buick's Skyhawk-J (J-car) and Century (A-car).

Also new for '82 are Chrysler Corp.'s front-wheel-drive Chrysler LeBaron and Dodge 400 and Ford Motor's Lincoln Continental.

U. S. CAR MODEL YEAR OUTPUT '81 VS. '80

	1981 Models	Pct. of Output	1980 Models	Pct. of Output	Pct. Pt. Change '81 vs. '80
AMERICAN MOTORS	137,125	2.07	199,613	2.81	— 0.74
Eagle	37,429	0.57	46,379	0.65	— 0.08
Concord	55,097	0.83	80,456	1.13	— 0.30
Pacer	.....	0.00	1,746	0.02	— 0.02
Spirit	44,599	0.67	71,032	1.00	— 0.33
CHRYSLER CORP.	791,258	11.91	681,406	9.62	+ 2.29
Plymouth Total	393,633	5.93	298,821	4.22	+ 1.71
Horizon	151,415	2.28	162,478	2.29	— 0.01
Volare	.....	0.00	109,773	1.55	— 1.55
Gran Fury	8,608	0.13	18,724	0.27	— 0.14
Caravelle	4,327	0.07	7,846	0.11	— 0.04
Reliant	229,283	3.45	.....	0.00	+ 3.45
Chrysler Total	56,726	0.85	103,728	1.47	— 0.62
Chrysler	13,236	0.20	29,114	0.41	— 0.21
LeBaron	43,490	0.65	74,614	1.05	— 0.40
Dodge Total	340,899	5.13	278,857	3.93	+ 1.20
Omni	128,116	1.93	138,155	1.95	— 0.02
St. Regis	6,126	0.09	17,068	0.24	— 0.15
Diplomat	25,777	0.39	38,166	0.53	— 0.14
Aspen	.....	0.00	85,468	1.20	— 1.20
Aries	180,880	2.72	.....	0.00	+ 2.72
FORD MOTOR	1,395,594	21.02	1,373,582	19.38	+ 1.64
Ford Division	950,301	14.31	981,098	13.84	+ 0.47
Pinto	.....	0.00	124,720	1.76	— 1.76
Mustang	182,562	2.75	271,322	3.83	— 1.08
Fairmont	160,828	2.42	234,454	3.30	— 0.88
Granada	121,341	1.82	90,429	1.28	+ 0.54
Thunderbird	86,693	1.31	156,803	2.21	— 0.90
Ford	78,150	1.18	103,370	1.46	— 0.28
Escort	320,727	4.83	.....	0.00	+ 4.83
L-M Division	445,293	6.71	392,484	5.54	+ 1.17
Mercury Total	375,756	5.66	317,576	4.48	+ 1.18
Bobcat	.....	0.00	24,650	0.35	— 0.35
Capri	58,936	0.89	79,984	1.13	— 0.24
Zephyr	52,276	0.79	70,068	0.99	— 0.20
Cougar	53,653	0.81	30,518	0.43	+ 0.38
XR-7	37,275	0.56	58,028	0.82	— 0.26
Mercury	61,638	0.92	54,328	0.76	+ 0.16
Lynx	111,978	1.69	.....	0.00	+ 1.69
Lincoln Total	69,537	1.05	74,908	1.06	— 0.01
Lincoln	32,839	0.50	31,233	0.44	+ 0.06
Versailles	.....	0.00	4,784	0.07	— 0.07
Mark VI	36,698	0.55	38,891	0.55	0.00
GENERAL MOTORS	4,133,392	62.25	4,605,038	64.99	— 2.74
Buick Division	856,996	12.90	800,166	11.29	+ 1.61
Skyhawk	.....	0.00	8,322	0.11	— 0.11
Skylark	262,328	3.95	211,809	2.99	+ 0.96
Century/Regal	384,467	5.79	363,164	5.12	+ 0.67
Buick	158,194	2.38	168,250	2.37	+ 0.01
Riviera	52,007	0.78	48,621	0.68	+ 0.10
Cadillac Division	240,189	3.62	231,028	3.26	+ 0.36
Seville	28,631	0.43	39,344	0.55	— 0.12
Cadillac	150,915	2.28	138,999	1.96	+ 0.32
Eldorado	60,643	0.91	52,685	0.74	+ 0.17
Chevrolet Division	1,673,093	25.20	2,026,106	28.62	— 3.42
Chevette	453,982	6.84	451,549	6.37	+ 0.47
Monza	.....	0.00	169,737	2.39	— 2.39
Camaro	126,138	1.89	152,021	2.14	— 0.25
Citation	413,378	6.23	624,220	8.81	— 2.58
Malibu	226,727	3.41	277,575	3.91	— 0.50
Monte Carlo	157,115	2.37	126,006	1.78	+ 0.59
Chevrolet	184,992	2.79	186,394	2.63	+ 0.16
Corvette	45,631	0.69	40,614	0.57	+ 0.12
Cavalier	65,130	0.98	.....	0.00	+ 0.98
Oldsmobile Division	873,678	13.16	847,491	11.96	+ 1.20
Starfire	.....	0.00	8,237	0.11	— 0.11
Omega	147,918	2.23	134,323	1.89	+ 0.34
Cutlass	414,588	6.24	422,179	5.96	+ 0.28
Oldsmobile	268,568	4.05	239,312	3.37	+ 0.68
Toronado	42,604	0.64	43,440	0.61	+ 0.03
Pontiac Division	489,436	7.37	698,247	9.85	— 2.48
Acadian	20,363	0.30	19,651	0.27	+ 0.03
Sunbird	.....	0.00	143,070	2.02	— 2.02
Phoenix	127,869	1.93	178,291	2.51	— 0.58
Firebird	70,899	1.07	107,340	1.51	— 0.44
LeMans	71,948	1.08	61,233	0.86	+ 0.22
Gran Prix	108,344	1.63	114,714	1.62	+ 0.01
Pontiac	19,819	0.30	73,958	1.04	— 0.74
T-1000	70,194	1.06	.....	0.00	+ 1.06
VOLKSWAGEN	179,635	2.71	223,267	3.16	— 0.45
CHECKER MOTORS	2,950	0.04	2,574	0.04	0.00
Total Cars, U. S.	6,639,954	100.00	7,085,480	100.00	.....

*—Window vans included in truck production for the 1980 model year.
†—All Acadians built for sale in Canada.

Sharing the dividends

Members of the Arizona Automobile Dealers Assn. will share in more than $771,000 in dividends from the association's Workmen's Compensation Insurance program for the 1980 policy year. Here, from left, George Childress, owner, Childress Buick, Phoenix, and vice chairman of the AADA Group Insurance Trust, and Dean Coulter, owner, Coulter Cadillac, Phoenix, and chairman of the Insurance Trust, accept the first-half dividend check for $771,637 from Stan Braun, president, Mission Insurance Co., Los Angeles, and Gordon Reynolds, resident vice president, Mission Insurance Group's Phoenix branch office.

More aggressive marketing stance for '82

Volvo aiming ads at B-O-P owners

By John A. Russell
New York Staff Writer

ROCKLEIGH, N. J.—A more aggressive marketing stance will characterize Volvo's 1982 model year as the company, coming off one of its most successful model years in 1981, moves to take on the competition in a variety of ways.

Joseph Nicolato, Volvo of America senior vice president and head of the company's car division, said flatly that the stance will be aggressive and that the company will zero in on domestic competitors.

Nicolato is talking about "going toe-to-toe with Buick, Oldsmobile and Pontiac with our GL series cars." He said there will be less generic advertising and more attention to specifics.

William Hoover, vice president-marketing, said that information shows that 50 to 55 percent of new Volvo buyers—especially of the GL series—are coming from upscale domestic cars. Volvo, in its campaign for the new model year, is attempting to attract more of those owners, Hoover said, while keeping its traditional owner base.

Nicolato added that pricing enters into this and that consumers are making more careful comparisons among cars now that so many are over $10,000.

To back up its more aggressive campaigns, Volvo has increased its inventory volume by 15 percent and has boosted its sales goal to 67,000. He added that Volvo of America accounts for 35 percent of the large-car production of AB Volvo and the company expects the trend to continue.

Nicolato said the model mix for 1982 has been changed to include more GLs, and the diesel will be available in all 50 states in a GL package. This is balanced with the turbocharged models in two-door, four-door and station wagon versions.

Another option addition is automatic transmission in the turbocharged cars, he said.

"We're attempting to satisfy and keep our present owners, and broaden our base at the same time," he said.

Volvo will advertise in print and with spots on television. The print ads focus on price-value relationships, durability and performance. One begins: "Why people who bought a Buick, Olds or Pontiac a few years ago are buying Volvos now."

In addition, to launch the new models at the dealership, Volvo has a promotion with a rabbit's foot charm. Print ads will be headlined: "If you expect your next car to last as long as a Volvo, we'd like to give you one of these."

Television commercials will carry a similar "good luck" theme.

Hoover noted that advertising will be more targeted than in the past. Some of the TV spots have been changed and turbo advertising will appeal in selected markets, predominantly in sports programming.

As for the diesel, Hoover said it was not a question of selling the diesel but of associating the name Volvo with a diesel-powered automobile.

• Volvo also is gearing up its Special Sales department for 1982. It will be concerned with the development of the daily rental and small fleet business.

Hoover said that about two years ago the company made arrangements with Hertz for Volvo to supply less than 500 cars for daily rental use. Since then the operation has grown to include Avis, and the number of rental Volvos has risen to 2,500.

Now, Hoover said, the program is being expanded to offer dealers the opportunity to establish their own daily rental business through the Volvo leasing and financing programs. Hoover said the company wants to encourage dealers to get into this element of the business because it is a viable and growing source of profits.

In addition, the company intends to build up its operations in selling to small fleets in the range of 10 to 20 cars.

Also under the guidance of Special Sales, the company will pursue the police car and taxi business, offering both diesel and gasoline engines for the latter.

Hoover stressed that Volvo will pursue the taxi business only where it has strong dealer support, as it did with the rental agency business. He also added that actual sales would be worked out through dealers.

Burt Subaru sets 2 sales records

ENGLEWOOD, Colo. — Burt Subaru set two national Subaru sales records in October.

The dealership sold 221 new Subarus for a single-month record, and it topped the old calendar-year national record of 1,417 units with two months to spare.

Burt Subaru held both of the previous records.

Pierce Buick moves

HARTFORD. — Pierce Buick has moved into new facilities at 722 Wethersfield Ave.

Toyota is ordered to pay $5 million for fiery deaths

FT. LAUDERDALE, Fla. — A Broward County Circuit Court judge refused to increase a $5 million award against Toyota for a couple whose three daughters were killed when their 1973 Toyota Corona was struck in the rear and burst into flames.

Judge Miette Burnstein also denied a motion for a new trial and signed an order finalizing the $5 million civil judgment against Toyota.

This was the first product liability case involving Toyota which was not settled out of court.

The parents had asked the judge to increase punitive damages awarded by a jury to $165 million.

Betty and Wayne Moll charged in their suit that Toyota knew, as early as the mid-1960s, that the Corona gas tank, gas cap and filler neck were improperly designed.

Their daughters, Wendy, 15; Pamela, 18, and Denise, 25, died in a 1979 accident in which their car was hit from the rear on Interstate 95.

Toyota argued that the fuel system was "equal to or better than the fuel systems of similar cars of that era."

McCracken looks ahead

Brighter U.S. economy expected within a year

GREENSBORO, N. C. — The U. S. economy is apt to remain in its current recession into early 1982, but should be improving a year from now, according to Prof. Paul W. McCracken, of the University of Michigan.

Speaking at the Bryan Lecture Series offered by the University of North Carolina-Greensboro, McCracken predicted that a year from now "the economy should be rising steadily at a 2-3 percent pace (in real terms), with a 7-8 percent rate of inflation (far too high but improving), and unemployment beginning to move downward."

He compared the new decade with the previous one: "The 1970s began reasonably well and finished in trouble. The 1980s are starting with troubles, but should look better at the end."

McCracken has twice served on the President's Council of Economic Advisers.

In titling his address here, McCracken posed the question, "Can This Tangled Economy Be Straightened Out?"

"If mentally we look around the world of 1981," he observed, "the easy answer to our question is, 'No!' The industrial nations are all experiencing varying degrees of inflation, unemployment and inability to deliver further sustained gains in real income.

"The U. S. performance exemplifies these problems. Our 'par for the course' historically has been about a 2 percent per year rise in the price level, an unemployment rate averaging 5 percent, and a 2½ percent per year gain in productivity and real incomes.

"The path of recent years has been giving us an unemployment rate in the 7 percent zone, inflation at double digit rates and slowly shrinking real incomes."

In spite of the "understandable" current pessimism, McCracken said, "we may slowly be setting the stage for better things."

First, he said, "the forces producing pressure for overly large increases in public spending are being subjected to stronger constraints."

"The rise in public spending (federal, state, and local) will now absorb only about 45 percent of the rise in national income, compared with the 60 percent implied by President Carter's January budget," he said.

"Second, useful tax action has been taken. This was essential to force stronger restraints on spending. Less money in the till means more economic spending. And incentives to invest and earn and save were sharpened.

"Third, we have a steadier and more moderate monetary policy. Current high interest rates are caused by high inflation, not today's Federal Reserve policy."

Pa. lawmakers again block funds for emission inspection

HARRISBURG, Pa.—Funding for a court-ordered auto-emissions inspection program in 12 major counties throughout the state has once again been blocked by the State Senate.

By a 37-9 vote, the Senate overrode Gov. Richard Thornburgh's veto of legislation blocking the funds. Earlier, the House of Representatives voted 194-1 to override a veto of the same bill.

Although Thornburgh has said he opposes the emissions-inspection program, he has said that refusal to fund it could result in the loss of $400 million in federal highway funds for Pennsylvania.

The state became obligated to carry out the inspection program under a consent decree signed by former Gov. Milton J. Shapp, the Delaware Valley Citizens Council for Clean Air and the federal EPA.

Critics said it would cost the state $3.5 million to implement the agreement. U. S. District Judge Louis C. Bechtle, in Philadelphia, had ordered the program to begin by May 1, 1982, although the state has appealed the ruling to the Third U. S. Circuit Court of Appeals in Philadelphia.

Jim Lanard, of Philadelphia, attorney for the environmental coalition involved in the court decree, said his group will continue to fight to implement the emissions-inspection program.

He said the group will ask the U. S. District Court to issue a contempt citation against the state and will seek other remedies, including daily fines of up to $25,000 and withholding federal funds for highway construction and sewage treatment facilities.

Under the plan, motorists in 12 counties—including the Philadelphia and Pittsburgh areas—would have to have annual auto-emissions checks.

ARA names Gentry

DALLAS. — C. J. Gentry has been named vice president of ARA Sound Group.

factories list auction dates

American Motors

Nov. 17—Ohio Auto Auction, Columbus, O.

Nov. 17—Dallas Auto Auction, Dallas, Tex.; Minneapolis Auto Auction, Minneapolis, Minn.; Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Sales, Warehouse Point, Conn.

Nov. 19—Fredericksburg Auto Auction, Fredericksburg, Va.; Evansville Auto Auction, Evansville, Ind.

Nov. 20—Floyd Hauhe Auto Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.

Nov. 24—Aptco Auto Auction, Taylor, Mich.; D-A Auto Auction, New Stanton, Pa.

Nov. 25—Central States Auto Auction, Mason City, Ia.

Dec. 1 — Ohio Auto Auction, Columbus, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Dec. 2 — Minneapolis Auto Auction, Minneapolis, Minn.; Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Auction, Warehouse Point, Conn.

Dec. 3 — Fredericksburg Auto Auction, Fredericksburg, Va.; Todd Auto Auction, Telford, Pa.

Dec. 4 — Floyd Hauhe Auto Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.; Union Pacific Railroad Auto Auction, Montebello, Calif.

Dec. 8 — Aptco Auto Auction, Taylor, Mich.; D-A Auto Auction, New Stanton, Pa.

Dec. 9 — Central States Auto Auction, Mason City, Ia.; Dallas Auto Auction, Dallas, Tex.

Dec. 10—Evansville Auto Auction, Evansville, Ind.; Golden Gate Auto Auction, Fremont, Calif.

Note: Other sales may be scheduled pending availability. Please contact C. A. Miller at 1-800-521-4360 for details.

Ford Motor Co.

Nov. 17—Aptco Auto Auction, 20911 Gladwin, Taylor, Mich.; Harrisonburg Auto Auction, Exit 52 I-81, Harrisonburg, Va.

Nov. 17—Metro Auto Auction of Kansas City, 101 W. Oldham Pkwy., Lee's Summit, Mo.; Golden Gate Auto Auction, 6010 Stevenson Blvd., Fremont, Calif.; Lakeland Auto Auction, I-4 at Hwy. 33, Lakeland, Fla.

Nov. 19 — Skyline Auto Exchange, 100 Rte. 46, Fairfield, N. J.

Used car sales

Auction Averages

November to date	$4,485
Month ago	$4,403
Year ago	$3,726

Model breakdown

Auction Averages

	NOVEMBER TO DATE	OCTOBER	SEPTEMBER
1981	$6,797	$7,074	$7,548
1980	5,581	5,697	5,814
1979	4,684	4,922	5,051
1978	4,001	3,731	3,963
1977	2,760	2,927	3,045
1976	2,210	2,140	2,122
1975	1,565	1,628	1,587
1974	1,200	1,258	1,180
Overall AVERAGE	$4,485	$4,364	$4,321

Atlanta dealer cited for landscaped store

WASHINGTON. — First Lady Nancy Reagan presented an award to dealer Hix Green Jr. for landscaping excellence at Hix Green Buick, Atlanta.

Mrs. Reagan presented awards for 30 landscape projects. The awards are sponsored by the American Assn. of Nurserymen.

used-car auction directory

Display Rates: $59.00 per column inch (minimum space, 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type - 1 time, $17.00; 13-times, $13.00, 26-times, $11.50, 52-times, $10.00. For Frequency Display Rates Contact Want Ad Dept., Automotive News, 985 E. Jefferson, Detroit 48207. Phone (313) 567-9520. Closing: 10 days in advance.

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Imperial Auto Auction, Lakeland, Fla. Sale every Tues., 7 P.M. & Thurs., 1 P.M. (813) 688-8458, toll free, 800-237-7661.

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Use Automotive News Classified Section

10 assembly plants affected

Downtime cuts U.S. car production

By Patricia Hoffman
Staff Writer

With downtime scheduled last week at 10 auto assembly plants, plus a line rate reduction at American Motors' Kenosha facility, U. S. auto production fell 7.69 percent below that of the previous week.

Last week's output was estimated at 102,059 units, down from 110,563 the previous week and a substantial drop of 33.29 percent from 152,999 in the comparable 1980 week.

Breakdown for the week by company is: General Motors, 72.09 percent; Ford Motor, 14.13 percent; Chrysler Corp., 7.15 percent; Volkswagen of America, 4.03 percent; American Motors, 2.50 percent and Checker Motors, 0.10 percent.

So far this year, the auto makers have completed 5,735,309 units, up 3.07 percent from 5,564,745 in the comparable period last year.

Last week, five Ford assembly points were idle for inventory control. They were: Dearborn, Chicago, Lorain, Metuchen and San Jose. It was the second week of downtime for the plants.

Also idle last week for inventory control were the Chrysler Newark and GM Bowling Green (Corvette) facilities plus the second shift at GM's Willow Run point.

Newark and Willow Run are slated to resume operations Nov. 23. Willow Run will resume its second shift with total production cut from 70 an hour on two shifts to 50 an hour on two shifts.

GM's Bowling Green facility is scheduled to return today (Nov. 16).

Chrysler's Belvidere assembly point was down last week for its final week of conversion in preparation for the front-wheel-drive pickup trucks. The facility is slated to return today with production of both cars and trucks.

GM's Janesville plant continues on a five-month shutdown for changeover to the J-car. The point has been idle since Oct. 19.

AMC's Kenosha facility returned last week after a week off for inventory control. The point resumed with a reduced line rate, dropping 20 percent to 510 cars per day.

Checker Motors' Kalamazoo plant will be idle this week (Nov. 16) for model changeover. It is slated to resume operations Jan. 11, 1982.

Canadian car output rises 22 pct. despite holiday

While there were only four days of production last week at Ford Motor, Volvo and Chrysler Corp. car facilities due to the Remembrance Day Holiday, General Motors and American Motors car assembly points completed five days of output helping to boost Canadian auto production above the previous week's total.

Last week's car output was estimated at 18,217 units, up 22.28 percent from 14,898 in the previous week, but down 7.16 percent from 19,621 cars in the comparable 1980 week.

So far this year, the auto manufacturers have completed 711,672 units, down 2.56 percent from 730,347 in the comparable period last year.

Truck production also improved last week despite the holiday downtime at Ford and Chrysler. Output was targeted at 9,995 units, up 22.83 percent from 8,137 in the previous week, but down 11.59 percent from 11,305 in the comparable 1980 week.

Year-to-date output for the truck manufacturers is 446,282 units, a gain of 1.55 percent from 439,481 in the same period last year.

Auto and truck assembly lines at all Ford, Chrysler and Volvo facilities were quiet last Monday (Nov. 9) for the Remembrance Day holiday.

Ford's St. Thomas car assembly point resumed operations last Tuesday after being idle since Aug. 31 for changeover and inventory control.

The plant worked four days, then went down again beginning today (Nov. 16) for inventory control. Operations are scheduled to resume Nov. 23.

Ford's Oakville truck facility returned last week after being idle a week for inventory control.

GM's Oshawa (No. Two) facility resumed operations last week (Nov. 9) after being down since Aug. 6 for model changeover.

Also at GM, the St. Therese assembly point will begin an extensive downtime period Nov. 30 for inventory control. The facility is slated to return Jan. 10, 1982.

Truck production steady for week; 3 plants return

Domestic truck production last week rose slightly from the previous week's output with the return of International Harvester's Ft. Wayne and Springfield Assembly plants and American Motors' Toledo (Jeep) facility, but output was below that of the comparable 1980 week.

Truck production last week was targeted at 26,621 units, up slightly from 26,503 in the previous week, but down 35.25 percent from 41,114 built in the comparable week last year.

So far this year, the truck makers have completed 1,465,752 units, up 6.63 percent from 1,374,652 in the comparable 1980 period.

All facilities at International Harvester resumed production last week (Nov. 9) after being idle two weeks for inventory control.

AMC's Toledo (Jeep) facility also returned last week after one week of downtime for inventory adjustments.

Ford Motor's Lorain and Twin Cities assembly points were idle last week for inventory control.

Chrysler Corp.'s Belvidere plant is expected to resume operations today with assembly of the front-wheel-drive pickup trucks.

The facility has been down since Oct. 26 for conversion for truck assembly. Belvidere will be the only Chrysler assembly plant in North America producing both cars and trucks.

Everman honored

Dick Everman, left, past president (1980-81) of the Chicago Automobile Trade Assn., was honored recently for his service to the local automobile business by members of the association and Joe Lyng, owner of Greater Chicago Auto Auction, who presented him with a plaque.

U. S. CAR PRODUCTION

	Week Ended Nov. 14, 1981	Week Ended Nov. 15, 1980	Week Ended Nov. 7, 1981	Nov. to Date	Jan. 1 to Nov. 15, 1980	Jan. 1 to Nov. 14, 1981
AMERICAN MOTORS	2,550*	3,275*	.....	2,550*	146,513*	107,122*
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	7,300	15,100	11,784	19,084	549,447	687,511
Plymouth Total	2,400	7,300	4,644	7,044	252,327	340,373
Horizon	.....	.....	.....	.....	136,439	127,414
Reliant	2,400	7,200	4,644	7,044	44,876	203,372
Volare	.....	.....	.....	.....	51,735	.....
Caravelle	.....	100	.....	.....	5,518	2,139
Gran Fury	.....	.....	.....	.....	13,759	7,448
Chrysler Total	2,400	1,500	2,790	5,190	70,641	46,989
LeBaron	2,400	1,500	2,790	5,190	53,936	42,127
Chrysler	.....	.....	.....	.....	16,705	4,862
Dodge Total	2,500	6,300	4,350	6,850	226,479	300,149
Omni	.....	.....	.....	.....	114,507	114,213
Aspen	.....	.....	.....	.....	36,881	.....
Aries	1,300	5,700	3,005	4,305	35,937	159,513
Diplomat	.....	600	.....	.....	26,885	12,644
Dodge 400	1,200	.....	1,345	2,545	.....	10,097
St. Regis	.....	.....	.....	.....	12,269	3,682
FORD MOTOR	14,416	37,174	11,030	25,446	1,108,186	1,212,187
Ford Division	8,075	25,867	5,071	13,146	794,610	822,579
Escort	3,707	7,534	3,859	7,566	57,187	328,662
Pinto	.....	.....	.....	.....	68,179	.....
Fairmont	3,733	2,724	601	4,334	182,653	164,469
Must./Must. II	.....	5,336	.....	.....	208,332	136,947
Granada	635	4,780	611	1,246	94,093	91,976
T-Bird	.....	3,393	.....	.....	103,954	58,437
Ford	.....	2,100	.....	.....	80,212	40,886
EXP	.....	.....	.....	.....	.....	1,202
L-M Division	6,341	11,307	5,959	12,300	313,576	389,608
Mercury Total	4,690	9,641	3,881	8,571	271,019	331,484
Bobcat	.....	.....	.....	.....	12,445	.....
Lynx	1,573	2,552	1,421	2,994	19,216	110,422
Capri	.....	1,738	.....	.....	59,977	44,951
Zephyr	887	1,116	160	1,047	59,533	47,266
Cougar	611	1,727	654	1,265	20,055	42,298
XR-7	.....	1,211	.....	.....	52,149	27,321
Mercury	1,619	1,297	1,646	3,265	47,634	58,569
LN7	.....	.....	.....	.....	.....	657
Lincoln Total	1,651	1,666	2,078	3,729	42,557	58,124
Continental ('82)	826	.....	1,039	1,865	.....	9,345
Lincoln	509	909	636	1,145	17,628	24,724
Mark VI	316	757	403	719	23,063	24,055
Versailles	.....	.....	.....	.....	1,866	.....
GENERAL MOTORS	73,581	92,815	83,447	157,028	3,587,319	3,572,081
Buick Division	12,005	17,041	18,251	30,256	673,890	791,061
Skylark	.....	4,806	6,323	6,323	188,840	242,775
Skyhawk J	.....	.....	.....	.....	.....	.....
Century	1,996	2,943	1,402	3,398	144,788	93,472
Regal	4,799	4,657	4,838	9,637	175,690	238,530
Buick	3,460	3,595	3,942	7,402	127,013	154,984
Riviera	1,750	1,040	1,746	3,496	37,559	61,300
Cadillac Division	5,475	4,193	4,900	10,375	172,182	232,576
Cimarron	435	.....	410	845	.....	21,580
Seville	320	640	349	669	29,703	21,808
Eldorado	1,165	1,245	1,121	2,286	46,767	51,892
Cadillac	3,555	2,308	3,020	6,575	95,712	137,296
Chevrolet Division	29,720	40,290	30,858	60,578	1,535,118	1,313,382
Chevette	7,485	9,000	7,820	15,305	406,342	315,573
Cavalier	8,370	.....	7,896	16,266	.....	121,109
Celebrity	2,940	.....	2,032	4,872	.....	6,391
Monza ('80)	.....	2,780	.....	.....	143,503	.....
Camaro	1,325	2,420	585	1,910	105,029	89,684
Citation	2,355	10,145	5,547	7,902	399,785	278,822
Malibu	3,585	6,570	3,722	7,307	231,621	207,015
Monte Carlo	2,570	3,575	2,745	5,315	103,652	124,271
Chevrolet	500	4,800	511	1,011	106,646	144,566
Corvette	690	1,000	.....	690	38,540	25,951
Oldsmobile Division	14,277	18,073	15,859	30,136	692,910	759,402
Omega	.....	2,336	2,513	2,513	96,394	125,426
Cutlass	2,972	.....	2,016	4,988	.....	9,515
Cutlass/Ciera	4,800	9,516	4,766	9,566	329,971	336,786
Oldsmobile	5,260	5,397	5,305	10,565	198,378	247,835
Toronado	1,245	824	1,259	2,504	68,167	39,840
Pontiac Division	12,104	13,218	13,579	25,683	513,219	475,666
Acadiant†	280	280	153	433	17,465	17,216
J2000	4,395	.....	3,512	7,907	.....	74,329
Sunbird ('80)	.....	4,216	.....	.....	140,064	.....
T1000	1,411	.....	2,215	3,626	.....	81 281
Firebird	690	1,660	303	993	70,655	44,512
Phoenix	645	3,082	1,824	2,469	118,973	89,512
Grand Prix	1,805	1,925	2,188	3,993	62,944	89,282
Bonneville ('82)	1,805	.....	2,089	3,894	.....	20,642
A6000	.....	.....	.....	.....	.....	4,427
LeMans	1,073	1,815	1,295	2,368	55,029	44,395
Pontiac	.....	240	.....	.....	48,089	10,064
VOLKSWAGEN	4,112	4,550	4,202	8,314	170,496	154,439
CHECKER	100*	85*	100*	200*	2,784	1,969*
Total Cars, U. S.	102,059	152,999	110,563	212,622	5,564,745	5,735,309

TRUCK PRODUCTION IN U. S.†

	Week Ended Nov. 14, 1981	Week Ended Nov. 15, 1980	Week Ended Nov. 7, 1981	Nov. to Date	Jan. 1 to Nov. 15, 1980	Jan. 1 to Nov. 14, 1981
CHEVROLET	8,690	14,695	8,085	16,775	407,189	417,930
DODGE	2,000	.....	2,015	4,015	108,862	83,109
FORD	7,563	16,124	10,796	18,359	513,503	570,248
GMC	3,505	5,175	3,558	7,063	131,032	152,250
INTERNATIONAL	1,325	1,730	.....	1,325	57,025	61,971
MACK	588	650	599	1,187	23,975	35,800
JEEP	.....	415	.....	.....	20,424	.....
AM CORP.	1,500*	1,740*	.....	1,500*	70,901*	81,188*
MISCELLANEOUS	50*	85*	50*	100*	7,616*	3,336*
VOLKSWAGEN	1,400*	500*	1,400*	2,800*	34,125*	59,920*
Total Trucks, U. S.	26,621	41,114	26,503	53,124	1,374,652	1,465,752

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 14, 1981	Week Ended Nov. 15, 1980	Week Ended Nov. 7, 1981	Nov. to Date	Jan. 1 to Nov. 15, 1980	Jan. 1 to Nov. 14, 1981
CHRYSLER CORP.	1,600	1,280	2,011	3,611	45,431	74,090
FORD MOTOR	2,690	2,892	431	3,121	157,528	122,352
GENERAL MOTORS	5,470	6,798	5,460	10,930	208,650	239,698
AMERICAN MOTORS	.....	.....	.....	.....	11,823	.....
INTERNATIONAL	235	295	235	470	14,190	10,142
MACK	.....	40	.....	.....	1,859	.....
Total Trucks, Canada	9,995	11,305	8,137	18,132	439,481	446,282
N. American Trucks	36,616	52,419	34,640	71,256	1,814,133	1,912,034

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
AM General will no longer be figured in with North American trucks.

CANADIAN CAR PRODUCTION

	Week Ended Nov. 14, 1981	Week Ended Nov. 15, 1980	Week Ended Nov. 7, 1981	Nov. to Date	Jan. 1 to Nov. 15, 1980	Jan. 1 to Nov. 14, 1981
AMERICAN MOTORS	960	319	952	1,912	518	30,602
CHRYSLER CORP.	2,000	1,440	1,974	3,974	65,639	55,750
FORD MOTOR	6,735	4,352	3,694	10,429	222,784	190,001
GENERAL MOTORS	8,342	13,285	8,053	16,395	432,734	426,209
VOLVO	180	225	225	405	8,672	9,110
Total Cars, Canada	18,217	19,621	14,898	33,115	730,347	711,672
N. American Cars	120,276	172,620	125,461	245,737	6,295,092	6,446,981
N. American Trucks	36,616	52,419	34,640	71,256	1,814,133	1,912,034
North American Cars and Trucks	156,892	225,039	160,101	316,993	8,109,225	8,359,015

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.